

## March 2022



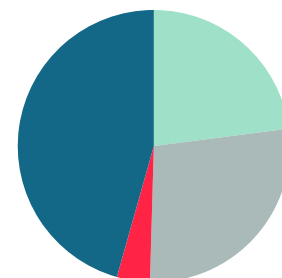
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	March 2022	+/-%
Closed Listings	82	76	-7.32%
Pending Listings	102	91	-10.78%
New Listings	100	105	5.00%
Average List Price	227,949	229,611	0.73%
Average Sale Price	206,540	221,242	7.12%
Average Percent of Selling Price to List Price	95.03%	95.15%	0.13%
Average Days on Market to Sale	29.72	43.14	45.17%
End of Month Inventory	183	151	-17.49%
Months Supply of Inventory	3.31	1.75	-47.09%



■ Closed (22.96%)  
■ Pending (27.49%)  
■ Other OffMarket (3.93%)  
■ Active (45.62%)

**Absorption:** Last 12 months, an Average of **86** Sales/Month  
**Active Inventory** as of March 31, 2022 = **151**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **17.49%** to 151 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **1.75** MSI for this period.

##### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **7.12%** in March 2022 to \$221,242 versus the previous year at \$206,540.

##### Average Days on Market Lengthens

The average number of **43.14** days that homes spent on the market before selling increased by 13.43 days or **45.17%** in March 2022 compared to last year's same month at **29.72** DOM.

##### Sales Success for March 2022 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 105 New Listings in March 2022, up **5.00%** from last year at 100. Furthermore, there were 76 Closed Listings this month versus last year at 82, a **-7.32%** decrease.

Closed versus Listed trends yielded a **72.4%** ratio, down from previous year's, March 2021, at **82.0%**, a **11.73%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### Real Estate is Local

##### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

##### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

##### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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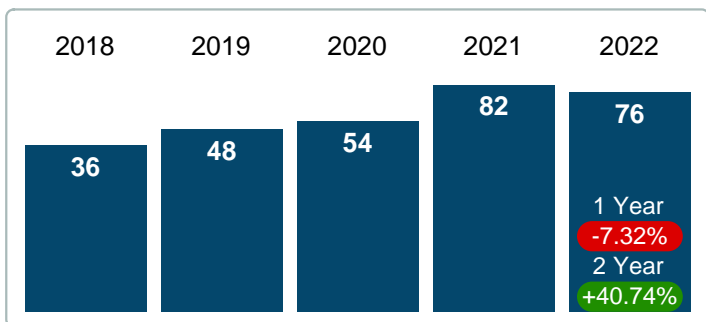
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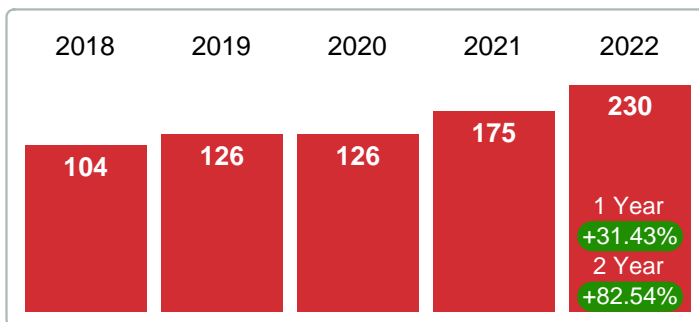
## CLOSED LISTINGS

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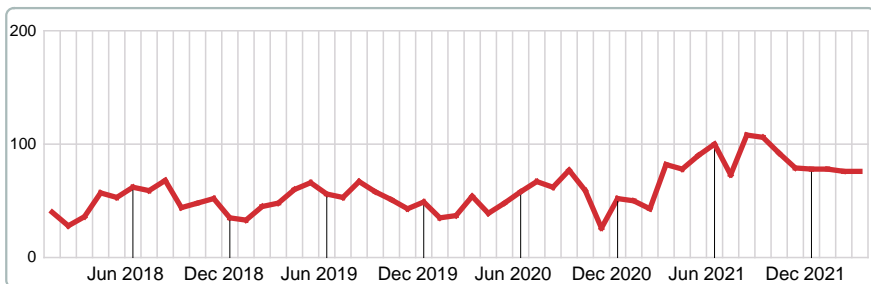
### MARCH



### YEAR TO DATE (YTD)

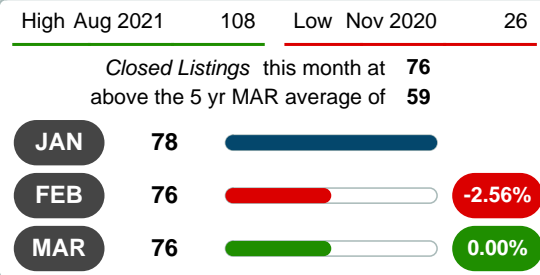


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 59



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.95%	87.3	2	1	0	0
\$25,001 - \$75,000	15	19.74%	28.5	6	8	1	0
\$75,001 - \$125,000	10	13.16%	30.4	3	6	1	0
\$125,001 - \$200,000	19	25.00%	49.9	3	14	2	0
\$200,001 - \$275,000	10	13.16%	57.0	0	6	4	0
\$275,001 - \$475,000	12	15.79%	32.0	1	8	3	0
\$475,001 and up	7	9.21%	54.6	0	4	1	2
<b>Total Closed Units</b>	<b>76</b>			<b>15</b>	<b>47</b>	<b>12</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>16,814,400</b>	<b>100%</b>	<b>43.1</b>	<b>1.39M</b>	<b>10.93M</b>	<b>2.73M</b>	<b>1.77M</b>
<b>Average Closed Price</b>	<b>\$221,242</b>			<b>\$92,527</b>	<b>\$232,587</b>	<b>\$227,492</b>	<b>\$882,500</b>

# March 2022



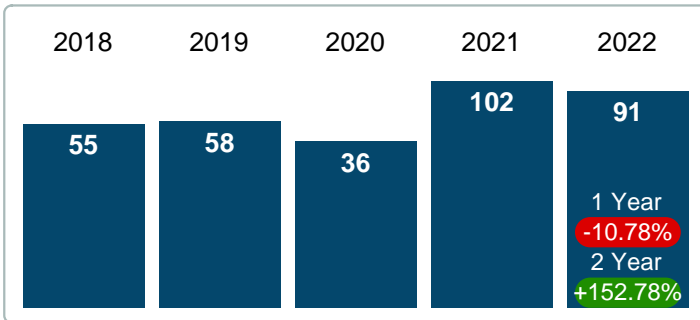
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



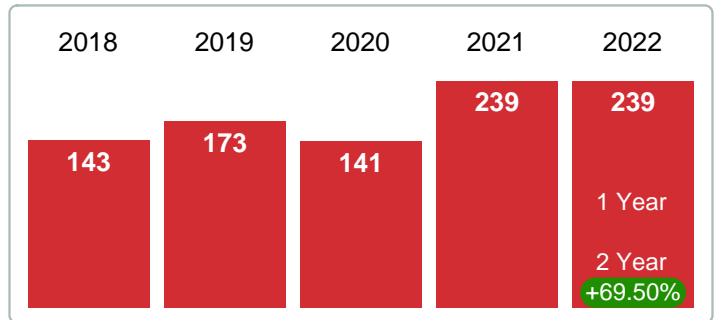
## PENDING LISTINGS

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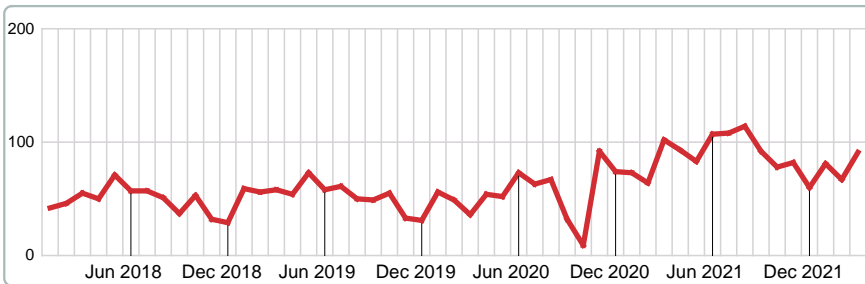
### MARCH



### YEAR TO DATE (YTD)

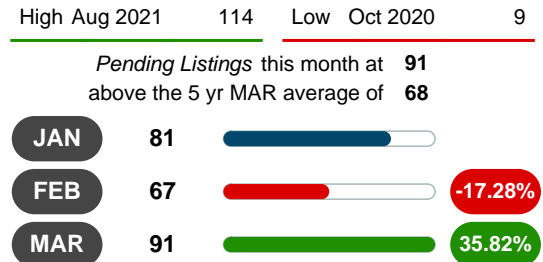


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 68



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	8.79%	32.6	5	3	0	0
\$50,001 - \$100,000	10	10.99%	17.5	5	4	1	0
\$100,001 - \$125,000	7	7.69%	14.0	3	4	0	0
\$125,001 - \$225,000	29	31.87%	44.2	3	21	5	0
\$225,001 - \$325,000	15	16.48%	27.1	1	12	1	1
\$325,001 - \$475,000	13	14.29%	28.5	0	4	6	3
\$475,001 and up	9	9.89%	55.3	1	5	2	1
<b>Total Pending Units</b>	<b>91</b>			<b>18</b>	<b>53</b>	<b>15</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>21,510,499</b>	<b>100%</b>	<b>34.1</b>	<b>2.44M</b>	<b>12.06M</b>	<b>4.72M</b>	<b>2.29M</b>
<b>Average Listing Price</b>	<b>\$233,561</b>			<b>\$135,389</b>	<b>\$227,568</b>	<b>\$314,960</b>	<b>\$457,600</b>

# March 2022



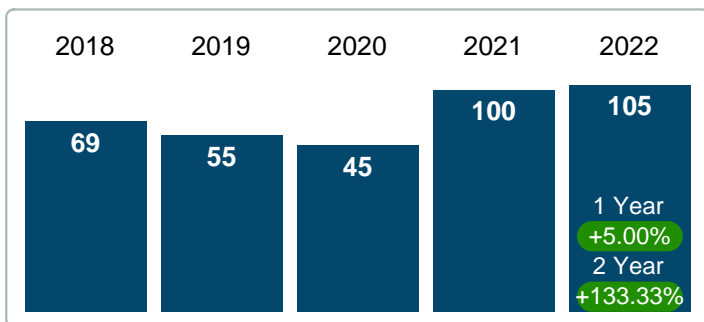
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



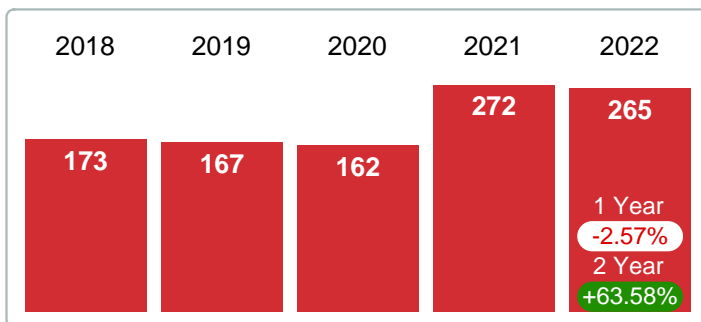
## NEW LISTINGS

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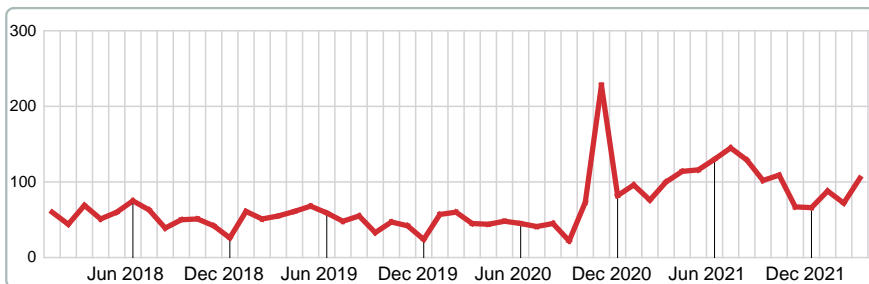
### MARCH



### YEAR TO DATE (YTD)

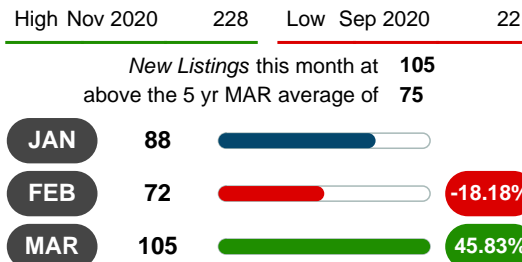


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 75



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	7.62%	5	3	0	0
\$50,001 - \$100,000	15	14.29%	8	4	2	1
\$100,001 - \$150,000	14	13.33%	5	9	0	0
\$150,001 - \$275,000	30	28.57%	3	22	5	0
\$275,001 - \$350,000	13	12.38%	1	6	4	2
\$350,001 - \$550,000	15	14.29%	2	6	5	2
\$550,001 and up	10	9.52%	2	2	4	2
<b>Total New Listed Units</b>	<b>105</b>		<b>26</b>	<b>52</b>	<b>20</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>28,933,997</b>	<b>100%</b>	<b>6.30M</b>	<b>12.25M</b>	<b>7.33M</b>	<b>3.05M</b>
<b>Average New Listed Listing Price</b>	<b>\$232,109</b>		<b>\$242,277</b>	<b>\$235,671</b>	<b>\$366,500</b>	<b>\$435,700</b>

# March 2022



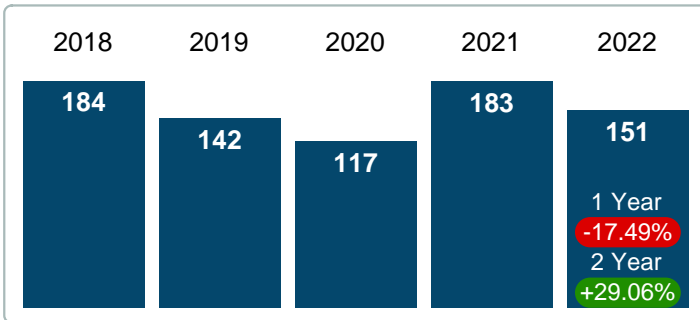
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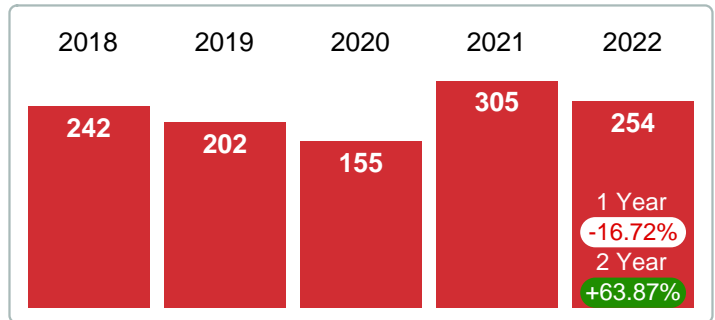
## ACTIVE INVENTORY

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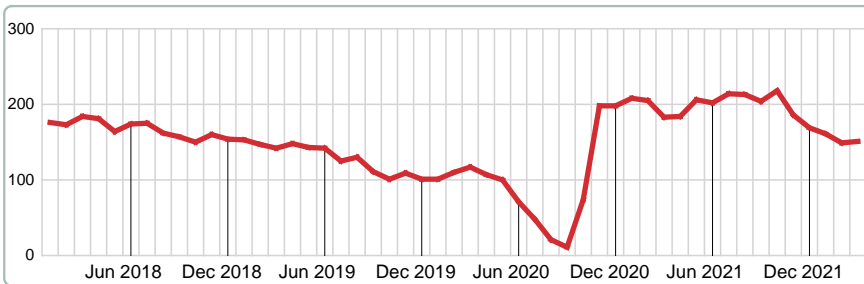
### END OF MARCH



### ACTIVE DURING MARCH

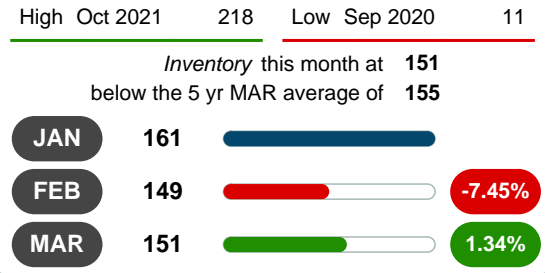


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 155



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	6.62%	86.2	5	5	0	0
\$50,001 - \$100,000	23	15.23%	72.6	12	8	1	2
\$100,001 - \$150,000	21	13.91%	100.8	6	15	0	0
\$150,001 - \$300,000	40	26.49%	70.5	4	30	5	1
\$300,001 - \$475,000	21	13.91%	98.6	4	10	6	1
\$475,001 - \$750,000	21	13.91%	49.8	1	6	7	7
\$750,001 and up	15	9.93%	118.9	1	4	8	2
<b>Total Active Inventory by Units</b>	<b>151</b>			<b>33</b>	<b>78</b>	<b>27</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>60,349,348</b>	<b>100%</b>	<b>81.9</b>	<b>7.45M</b>	<b>23.35M</b>	<b>21.51M</b>	<b>8.04M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$399,665</b>			<b>\$225,724</b>	<b>\$299,342</b>	<b>\$796,719</b>	<b>\$618,492</b>

# March 2022



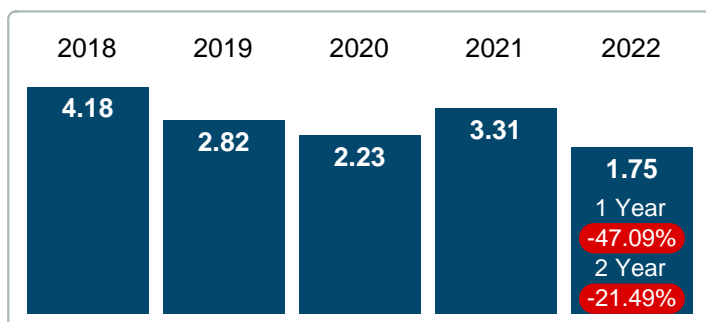
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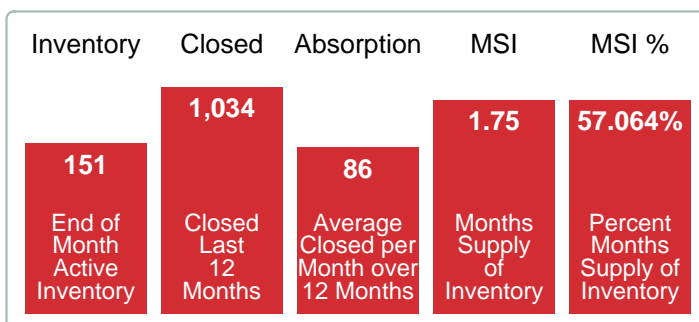
## MONTHS SUPPLY of INVENTORY (MSI)

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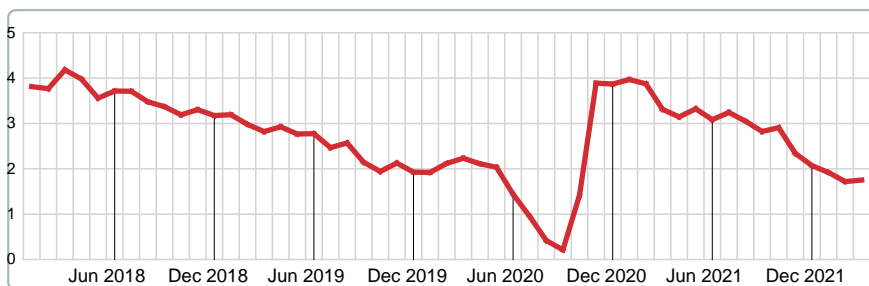
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022

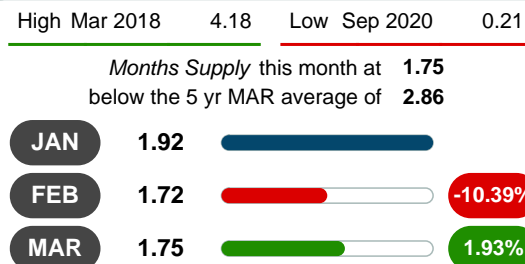


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 2.86



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	6.62%	1.35	1.09	2.00	0.00	0.00
\$50,001 - \$100,000	23	15.23%	1.59	1.89	1.09	1.50	12.00
\$100,001 - \$150,000	21	13.91%	1.31	1.60	1.50	0.00	0.00
\$150,001 - \$300,000	40	26.49%	1.19	1.45	1.37	0.62	1.33
\$300,001 - \$475,000	21	13.91%	2.03	4.36	2.18	1.47	1.33
\$475,001 - \$750,000	21	13.91%	6.63	12.00	6.00	4.42	14.00
\$750,001 and up	15	9.93%	12.86	4.00	12.00	32.00	6.00
Market Supply of Inventory (MSI)			1.75	1.77	1.64	1.58	4.73
Total Active Inventory by Units		100%	151	33	78	27	13

# March 2022



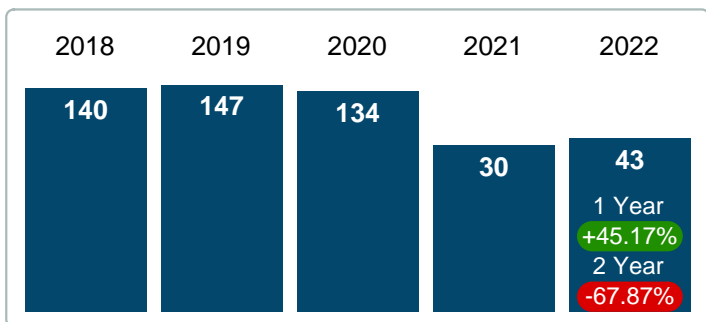
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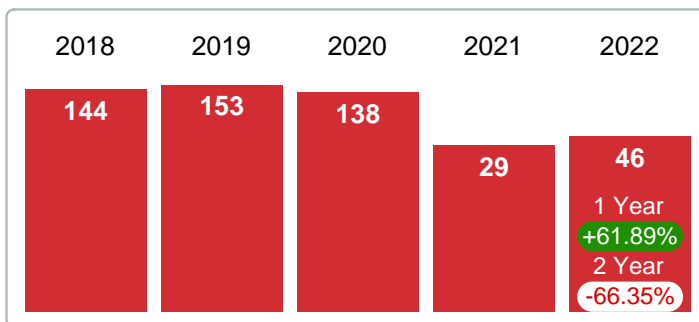
## AVERAGE DAYS ON MARKET TO SALE

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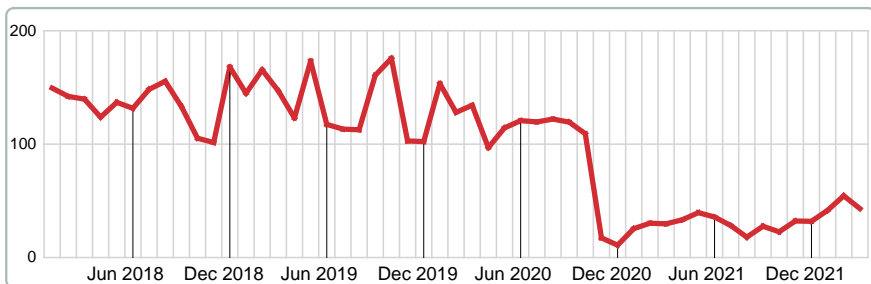
### MARCH



### YEAR TO DATE (YTD)

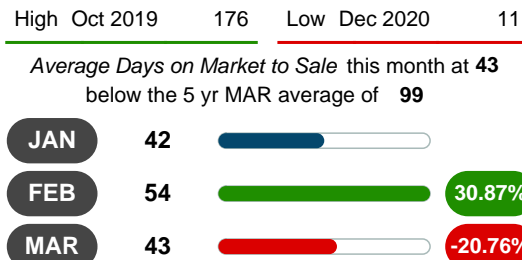


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 99



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.95%	87	3	256	0	0
\$25,001 - \$75,000	15	19.74%	29	6	47	16	0
\$75,001 - \$125,000	10	13.16%	30	20	39	10	0
\$125,001 - \$200,000	19	25.00%	50	50	50	51	0
\$200,001 - \$275,000	10	13.16%	57	0	36	89	0
\$275,001 - \$475,000	12	15.79%	32	17	41	13	0
\$475,001 and up	7	9.21%	55	0	45	1	101
Average Closed DOM	43			18	49	44	101
Total Closed Units	76	100%	43	15	47	12	2
Total Closed Volume	16,814,400			1.39M	10.93M	2.73M	1.77M

# March 2022



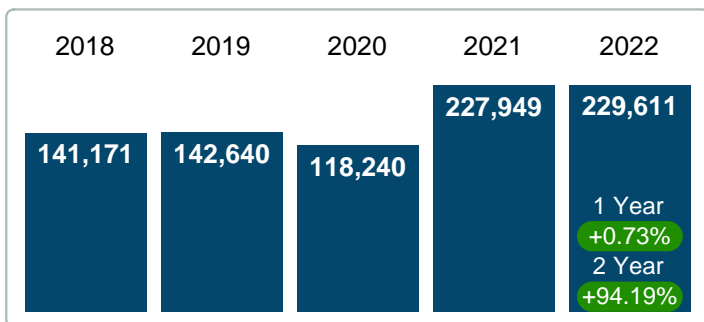
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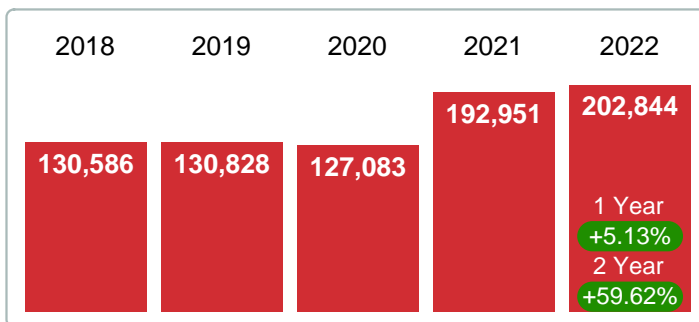
## AVERAGE LIST PRICE AT CLOSING

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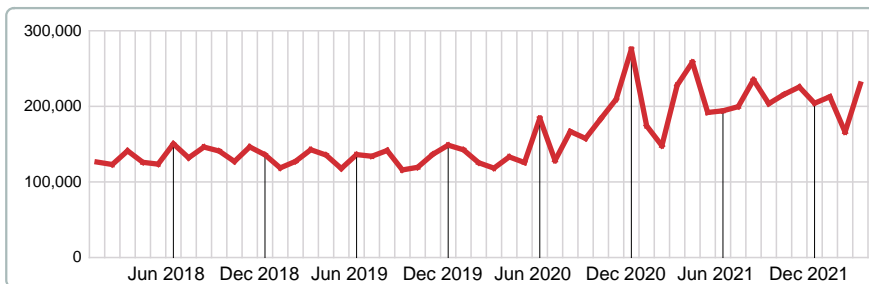
### MARCH



### YEAR TO DATE (YTD)

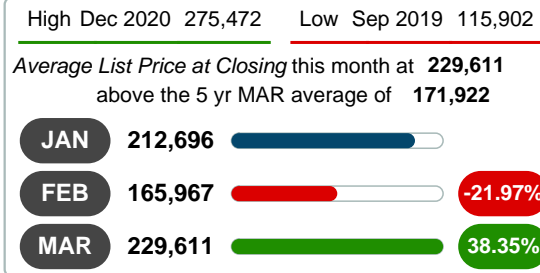


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 171,922



### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2.63%	17,500	28,500	25,000	0	0
\$25,001 - \$75,000	10.53%	45,600	54,917	68,850	79,999	0
\$75,001 - \$125,000	25.00%	94,463	96,633	106,483	100,000	0
\$125,001 - \$200,000	26.32%	171,205	155,667	170,721	147,750	0
\$200,001 - \$275,000	9.21%	248,257	0	246,467	237,250	0
\$275,001 - \$475,000	15.79%	352,717	325,000	396,713	312,933	0
\$475,001 and up	10.53%	732,663	0	754,100	495,000	925,000
<b>Average List Price</b>		<b>229,611</b>	<b>97,893</b>	<b>239,866</b>	<b>238,192</b>	<b>925,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>229,611</b>	<b>15</b>	<b>47</b>	<b>12</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>17,450,399</b>	<b>1.47M</b>	<b>11.27M</b>	<b>2.86M</b>	<b>1.85M</b>



# March 2022



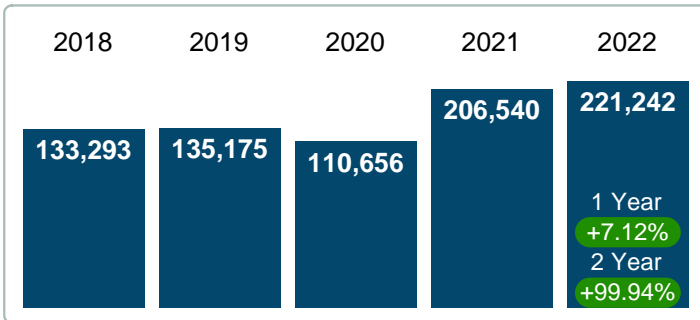
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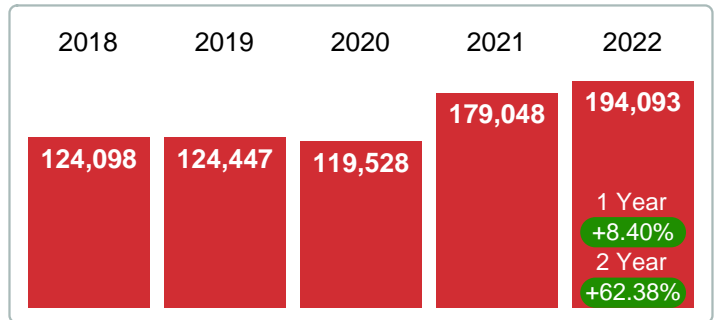
## AVERAGE SOLD PRICE AT CLOSING

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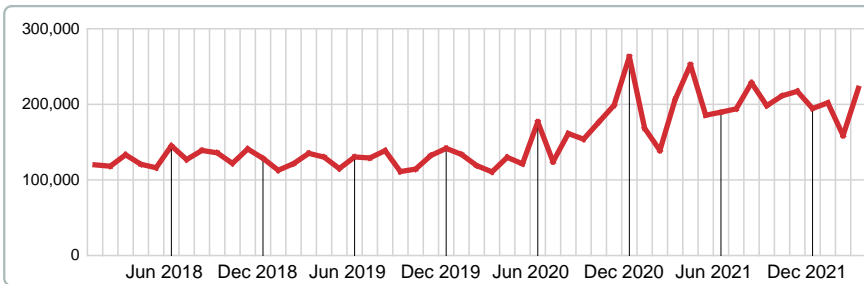
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

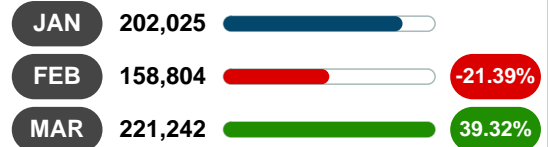


### 3 MONTHS

5 year MAR AVG = 161,381

High Dec 2020 262,997 Low Mar 2020 110,656

Average Sold Price at Closing this month at **221,242** above the 5 yr MAR average of **161,381**



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3.95%	18,200	16,000	22,600	0	0
\$25,001 - \$75,000	19.74%	57,100	50,583	61,000	65,000	0
\$75,001 - \$125,000	13.16%	98,390	94,967	102,250	85,500	0
\$125,001 - \$200,000	25.00%	164,421	155,833	169,071	144,750	0
\$200,001 - \$275,000	13.16%	234,350	0	242,917	221,500	0
\$275,001 - \$475,000	15.79%	359,658	300,000	388,375	302,967	0
\$475,001 and up	9.21%	733,714	0	719,000	495,000	882,500
<b>Average Sold Price</b>		<b>221,242</b>	<b>92,527</b>	<b>232,587</b>	<b>227,492</b>	<b>882,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>221,242</b>	<b>15</b>	<b>47</b>	<b>12</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>16,814,400</b>	<b>1.39M</b>	<b>10.93M</b>	<b>2.73M</b>	<b>1.77M</b>

# March 2022



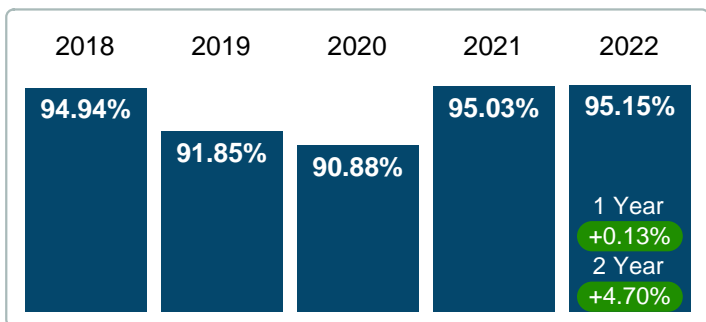
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



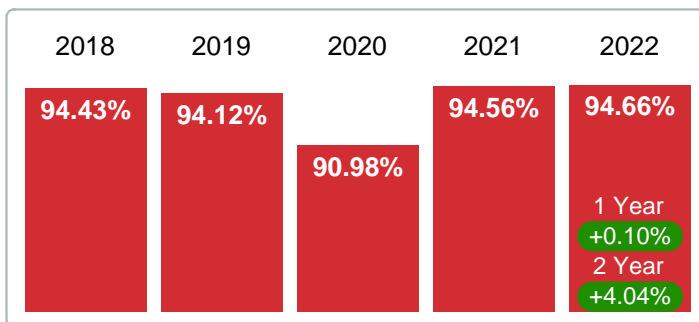
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

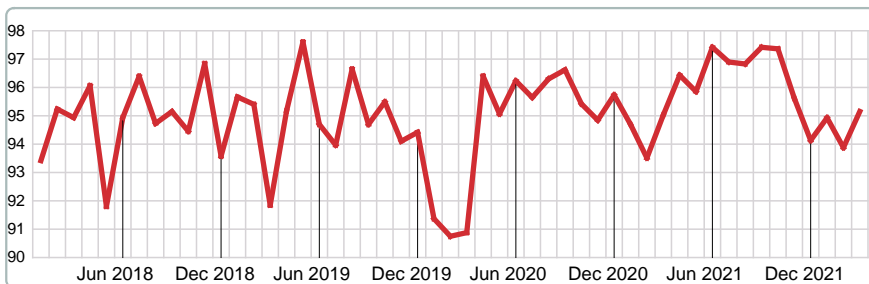
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

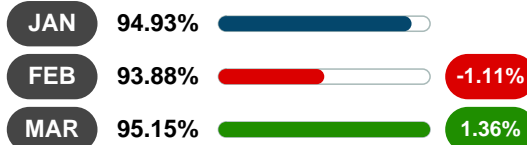


### 3 MONTHS

5 year MAR AVG = 93.57%

High May 2019 97.60% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **95.15%** above the 5 yr MAR average of **93.57%**



### AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$25,000 and less	3	3.95%	71.20%	61.60%	90.40%	0.00%	0.00%	
\$25,001 - \$75,000	15	19.74%	90.91%	93.48%	90.19%	81.25%	0.00%	
\$75,001 - \$125,000	10	13.16%	95.73%	98.55%	96.02%	85.50%	0.00%	
\$125,001 - \$200,000	19	25.00%	99.21%	100.46%	99.10%	98.11%	0.00%	
\$200,001 - \$275,000	10	13.16%	97.22%	0.00%	98.88%	94.74%	0.00%	
\$275,001 - \$475,000	12	15.79%	97.40%	92.31%	98.21%	96.95%	0.00%	
\$475,001 and up	7	9.21%	95.87%	0.00%	94.98%	100.00%	95.58%	
Average Sold/List Ratio		95.20%		91.56%	96.47%	94.40%	95.58%	
Total Closed Units		76	100%	95.20%	15	47	12	2
Total Closed Volume		16,814,400			1.39M	10.93M	2.73M	1.77M

# March 2022



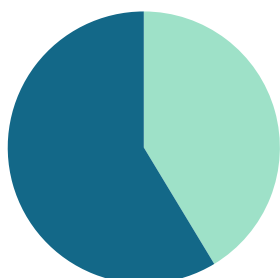
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

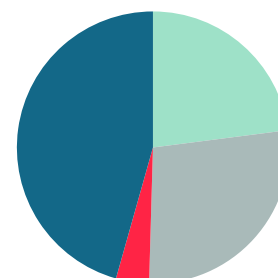


**Inventory**  
 New Listings  
**105 = 41.34%**  
 Start Inventory  
**149**  
 Total Inventory Units  
**254**  
 Volume  
**\$90,242,747**

### Market Activity

Closed Sales  
**76 = 22.96%**  
 Pending Sales  
**91 = 27.49%**  
 Other Off Market  
**13 = 3.93%**  
 Active Inventory  
**151 = 45.62%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	82	76	-7.32%	175	230	31.43%
Pending Sales	102	91	-10.78%	239	239	0.00%
New Listings	100	105	5.00%	272	265	-2.57%
Average List Price	227,949	229,611	0.73%	192,951	202,844	5.13%
Average Sale Price	206,540	221,242	7.12%	179,048	194,093	8.40%
Average Percent of Selling Price to List Price	95.03%	95.15%	0.13%	94.56%	94.66%	0.10%
Average Days on Market to Sale	29.72	43.14	45.17%	28.63	46.36	61.89%
Monthly Inventory	183	151	-17.49%	183	151	-17.49%
Months Supply of Inventory	3.31	1.75	-47.09%	3.31	1.75	-47.09%

**Absorption:** Last 12 months, an Average of **86** Sales/Month

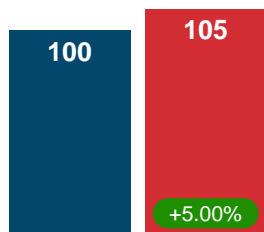
**Inventory** on March 31, 2022 = **151**

**2021** **2022**

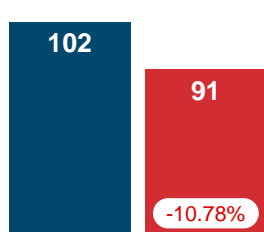
### MARCH MARKET

### AVERAGE PRICES

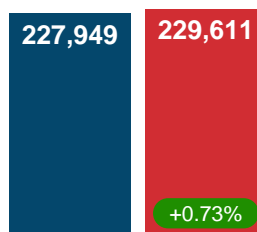
#### New Listings



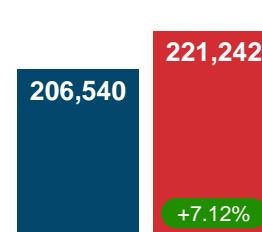
#### Pending Listings



#### List Price



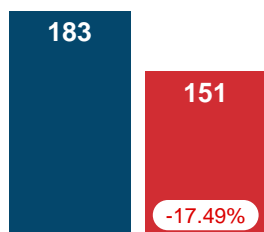
#### Sale Price



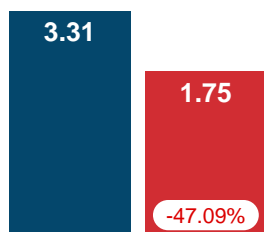
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

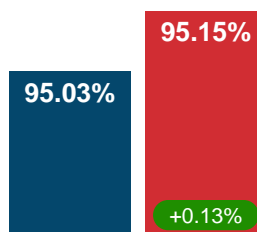
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

